

UIS6-1 same  
as MSS2-1

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see MSS2-1  
for report

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Put a note in  
file under UIS6-1  
+ make notation  
in card file



U- IS6-1  
Letter  
Original

October 13, 1986

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Dear

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:

CD ROM has burst upon the information storage market with order-of-magnitude advantages in storage costs and on-line data availability--and some drawbacks. INPUT believes that this technology and the impact it will have is equal in importance to the arrival of the personal computer, and consequently, we have responded by launching a major multiclient study in three parts to provide users and vendors alike with the vital information they need. Questions needing answers include which services and products will be impacted, which new capabilities will emerge, how far and how fast CD ROM will progress, who the key players and partnerships are that will dominate this new technology, and what do you need to do now and in the near future to respond to the arrival of CD ROM.

All of these and more are covered in our two volume CD ROM study, of which Volume I is enclosed and Volume II will follow.

- Volume I concentrates on providing an overview of the total CD ROM market, the principal applications, and the strategic opportunities that are available. It also provides a preliminary forecast of the size and growth of CD ROM markets.
- Volume II examines user needs in detail with a survey of Fortune 1000 companies' plans and current CD ROM applications and a forecast of the development of these needs. Each application category is explored and forecast to 1991.

As usual, we welcome your comments and suggestions. These should be addressed to Graham Kemp at (415) 960-3990.

Sincerely,

Graham Kemp  
Vice President

GK:ml

Enclosure

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